



# The Benefits of Membership

*worldwide alliance of freight forwarders*



# The Benefits of Membership

*w o r l d w i d e   f o r w a r d e r   n e t w o r k*

*OceanAir Freight Agent Alliance*

Alliance Members  
enjoy the  
advantages of the  
**e-Network Homepage**  
top-positioned in the  
major search engines,  
providing freight quotes  
and customer sales lead.

*But that's **not** why you should join the Alliance.*



# The Benefits of Membership

*worldwide forwarder network*

Alliance Members enjoy the advantages of **e-Traffic Tracking** System to automate the way they move freight and help their customers instantly locate shipments .

*But that's **not** why you should join the Alliance.*

A photograph of four diverse professionals (three women and one man) gathered around a table in a meeting. They are looking at a document held by one of the women. The setting appears to be a modern office with large windows in the background.

# The Benefits of Membership

*w o r l d w i d e   f o r w a r d e r   n e t w o r k*

Alliance Members  
enjoy the benefits of  
**Creative  
Marketing  
Support**  
including  
press releases,  
graphic design  
and advertising.

*But that's **not** why you should join the Alliance.*



A photograph of an older man with white hair, wearing a grey suit, white shirt, and dark tie, standing in a crowd of people. The background is blurred, showing other people in motion. The image is set against a blue background.

# The Benefits of Membership

*w o r l d w i d e   f o r w a r d e r   n e t w o r k*

Alliance Members  
enjoy the prestige and  
advantage of an  
**Exclusive Agent  
Territory**  
relationship.

*But that's **not** why you should join the Alliance.*

# The Benefits of Membership

worldwide forwarder network



*The Alliance  
e-Network  
Customer Lead  
Generation  
Revenue  
Systems.*

That's ***the best reason*** why you should join the Alliance.

# e-Network Quotation System

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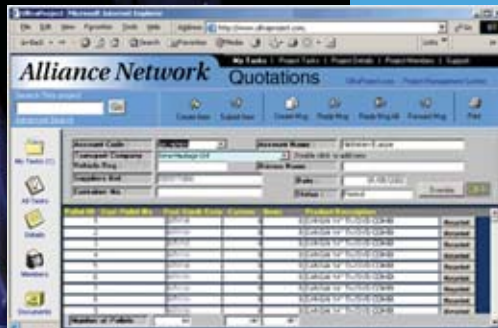
**Alliance members enjoy a uniformed Homepage that is top-positioned in all the major Internet search engines.**

e-Network attracts new customers by promoting each member's services through an integrated freight quotation system.

The system automatically informs the closest origin and destination Alliance members of a request for quotation and shipment details.

Members can post their handling charges and provide member-customers with real-time shipment status and tracking of consignments.

Alliance member's web page can be hyperlinked on the e-Network to their organization's homepage.



# e-Traffic Management System

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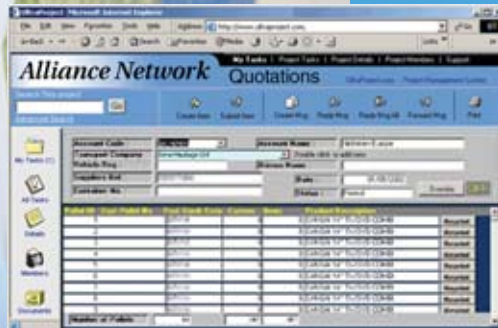
**Alliance Members enjoy a state-of-the art freight management system that automates the production of freight export documentation.**

Airway and bills of lading, warehousing, inventory, consolidation, manifests, pick-up and delivery orders, freight quotations, shipment scheduling, booking confirmation, and automated agent pre-alerts.

Plus agent pre-alerts to destination Alliance member-agent includes all flight and/or sailing details on shipments.

Instant messaging to all Alliance members and direct e-mail of all available export documentation.

Booking confirmations to the client, shipper and/or consignee for freight traveling within the network.





A man with dark hair, wearing a dark suit jacket, a light blue shirt, and a dark tie, is smiling and pointing his right index finger upwards towards a large, detailed image of the Earth. The Earth is positioned in the upper left quadrant of the image, showing swirling cloud patterns and blue oceans. The background behind the man is a plain, light grey color.

## Lorenzo J. Lopez Alliance Director

*w o r l d w i d e   f o r w a r d e r   n e t w o r k*

**Twenty years in the global freight forwarding business has taught Lorenzo a lot about our industry.**

He is a licensed U.S. Customs Broker and has managed sales operations for major worldwide cargo transportation corporations. He received his Bachelors in Business Administration at the Florida International University, with a major in Management Information Systems & Marketing.

In 1984 Lopez joined Comet Airfreight to direct sales operations and later became Sales Manager for TNT, responsible for freight-revenue generation. In 1990 he became ExpressAir Cargo's Director for operations and marketing.

Lorenzo is currently President of OceanAir Network, managing day-to-day operations with hands-on Member-Agent activities.

He was past President of the Florida Foreign Trade Association and currently living in South Florida with his wife and their two children.



# Become an Alliance Member

*w o r l d w i d e   f o r w a r d e r   n e t w o r k*

## **Alliance Members must fulfill the following minimum requirements:**

1. Established as an international freight forwarding and/or Customs brokerage for a minimum of three years.
2. Company principals have a minimum of five years of industry experience.
3. Maintain a commercial bank account and provide one bank reference.
4. Identify the Alliance Network name for global recognition whenever it is used.
5. Alliance related shipments must be represented by an Alliance Member agent wherever possible.



# Member Dues & Responsibilities

*w o r l d w i d e   f o r w a r d e r   n e t w o r k*

Alliance dues are based on Member's location and support our mission to promote member services.

A one-time, non-refundable application fee of USD \$150.00 is charged to cover processing costs.

Transaction & finder's fee are based on productivity and generated revenue."

Transaction fees applies to e-Traffic shipments; finder fees applies to revenue generated through the e-Network's System.

## **Member Responsibilities:**

- a) Promptly respond to all e-Network requests.
- b) Provide timely service to clients, shippers & consignee.
- c) Provide pre-alerts notices and manifest to corresponding destination Member including flight/sailing information.
- d) Maintain dedicated e-Mail and fax for each location.
- e) Responsibility for payables, receivables, & payment/credit terms.
- f) Payments for carriers, Customs & Members services within disbursement terms.
- g) Comply with all government and Custom regulations and cooperate with authorities on all transactions.
- h) Conform to FAA and Federal Maritime Commission's security and all freight transportation regulations.
- i) Implement I.C.A.O. and I.M.O. certification & training transporting hazardous freight.

***The Alliance Network is on your team.***

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